

## BUMPS 'N BUNDLES

### Billings Regional Success Story



“If my advisor doesn’t know the answer, **she will get it and follow up, which is rare.** The SBDC is a **good, helpful resource.**”

-Becky Salyer,  
Owner

#### PROBLEM

Becky had a strong business sense and background in retail and marketing but needed help putting together a solid business plan & projections that would accurately forecast her business growth plan. She also needed guidance in all aspects of expanding/re-locating.

#### SOLUTION

SBDC Regional Director Dena Johnson advised Becky on drafting and completing a thorough, updated business plan for expansion and re-location, complete with projections and a loan request proposal letter for the lender, which led to approval in additional financing.

#### IMPACT

Bumps 'N Bundles Inc. opened their new location in 2016! Becky credits the SBDC and the SBA with providing her the tools to access capital and resources to startup/expand. She is now living her dream as a business owner and Billings has gained an incredible addition to retail and created 4 jobs including hers. She plans to add 2 more employees in 2017 as she is already up 113% in sales from her last year.

“Becky is **innovative, driven and focused** on the details that matter most for a successful business. We applaud her!”-Dena Johnson, Billings Regional Director



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